

**SERIAL 04095 IGA CLINICAL LABORATORY REAGENTS &
TEST (HEMOGLOBIN) (NIGP 19308 & 19312)**

DATE OF LAST REVISION: February 16, 2007 CONTRACT END DATE: January 31, 2010

**CONTRACT PERIOD BEGINNING MAY 14, 2004
ENDING JANUARY 31, ~~2007~~ 2010**

TO: All Departments

FROM: Department of Materials Management

**SUBJECT: Contract for CLINICAL LABORATORY REAGENTS &
TEST (HEMOGLOBIN) (NIGP 19308 & 19312)**

Attached to this letter is a listing of vendors available to Maricopa County Agencies utilizing the MIHS Contract **C-90-03-558-1**. The using agency and other interested parties may access and electronic version of this contract from the Materials Management Web site at:

http://www.maricopa.gov/materials/Awarded_Contracts/search.asp.

Please note: Price Agreement Purchase Orders (PG documents) may be generated using the information from this list. Use Commodity Code(s) B0602340.

All purchases of product(s) listed on the attached pages of this letter are to be obtained from the listed contractor(s).

MARICOPA COUNTY SPECIAL HEALTH CARE DISTRICT
d.b.a.
MARICOPA INTEGRATED HEALTH SYSTEM

CONTRACT ROUTING APPROVAL FORM

Approval Type: ☐ **Board of Directors** ☐ **CEO** ☒ **Article 2**

Document Number		C-90-03-558-1-02	
Contact: Karen Lenzen		Phone: 602-344-1403	
Return to: Ana Padilla	Location: 2611 East Pierce, 2 nd Floor	Phone: 602-344-1484	
Contractor: HemoCue, Incorporated			
Length of Current Term: 36 months		Term Begin & End Dates: 1-31-07 through 1-30-10	
Summary: Approve Amendment Two to extend the agreement term an additional three years, from January 31, 2007 until January 30, 2010. The price of item 651200, B-Hb Microcuvettes is increased from \$162.00 per box of 200 to \$168.00 per box of 200. Estimated annual commitment is therefore increased from \$2,300.00 to \$2,400.00. Pricing without this agreement would be \$252.00 per box. This agreement results in an annual savings of \$1,200.00.			
Background Narrative: Item 651200 B-Hb Microcuvettes are required for use with the sixteen Hemoglobin Systems Classic Analyzers owned by MIHS. The original agreement began February 1, 2003. Amendment One extended the agreement until January 30, 2007.			
Annual Budget Impact (FY): FY2007 \$960.00, FY2008 \$2,400.00, FY2009 \$2,400.00, FY 2010 \$1,440.00			

WORKFLOW MANAGER DOCUMENT

Subject: Amendment Two to Price Agreement with Hemocue, Inc.
Category: Article 2
Review Type: One Reviewer at a Time
Time Limit: Keep Sending Reminders After Time Limit Expires
No. of Days: 1 Notification: Each Reviewer
Author: KAREN LENZEN Status: Review Completed
Date: Jan 04, 2007 Status Date: Jan 05, 2007
Main Document: Amendment Two to Price Agreement with Hemocue, Inc.
Attachment 1: (No Document Available)
Attachment 2: (No Document Available)
Comments:

Approve Amendment Two to Price Agreement with Hemocue, Inc. which will result in an annual savings of \$1,200.00.

REVIEWER COMMENTS

BRIAN MANESS -- 1/4/2007 3:09:00 PM
Approved.

STEVE ELLIS -- 1/4/2007 3:20:00 PM
approved

Dan Otis -- 1/5/2007 8:51:00 AM
Approved

Bill Vanaskie -- 1/5/2007 9:04:00 AM
approved

CONTRACT NO.: C-90-03-558-1-02

AMENDMENT NO. 2:

Page 1 of 1

AMENDMENT TWO TO AN AGREEMENT

BETWEEN

MARICOPA COUNTY SPECIAL HEALTH CARE DISTRICT d.b.a.

MARICOPA INTEGRATED HEALTH SYSTEM

AND

HEMOCUE, INC.


- I. The above named Agreement is hereby amended as specified below:
 - A. Extend the agreement term for an additional three years from January 31, 2007, until January 30, 2010.
 - B. The price of item 651200, B-Hb Microcuvettes is increased from \$162.00 per box of 200 to \$188.00 per box of 200.
- II. All other terms and conditions of the original Contract, as amended, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties agree to the changes indicated herein:

HEMOCUE, INC.

MARICOPA COUNTY SPECIAL HEALTH
DISTRICT, d.b.a.
MARICOPA INTEGRATED HEALTH SYSTEM

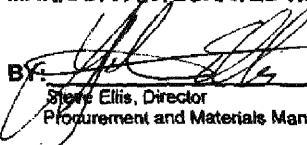
BY:


Lawrence Ernst, CFO/Controller

Date

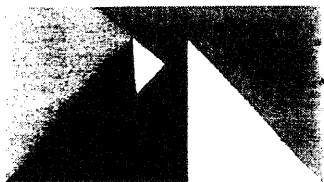
1-8-06

BY:


Steve Ellis, Director
Procurement and Materials Management

Date

1/18/07

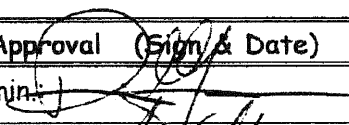
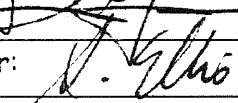


MARICOPA
INTEGRATED
HEALTH SYSTEM

Count on us to care.

AGENDA INFORMATION FORM ARTICLE 13 PROCUREMENT

Contract number: C-90-05-534-0-ZZ

Maricopa Integrated Health System	
Department/Plan: Maricopa Integrated Health System	
Contract Specialist: Judy Beechen	Phone: 344-1498
Return to: Kim Dowty	Phone: 344-1484
Action Requested: (Include what, with whom, when, where, why, how much (\$) and terms) For each contract on the attached list, approve an amendment that adds assignment language via Attachment A (sample attached). Each amendment is effective upon signature through the term of each contract. There is no financial impact with this amendment.	
Complete description of requested action: This amendment is necessary because on January 1, 2005, the Maricopa County Board of Supervisors is scheduled to transfer the Delivery System portion of Maricopa Integrated Health System (Maricopa Medical Center and the Family Health Centers) to a Special Health Care District. At that time, Delivery System contracts will be under the jurisdiction of a newly elected Health Care District Board of Directors. Existing contracts must allow for the transition of authority. This amendment will make that transition possible.	
Expenditure Impact by FY(s):	<input checked="" type="checkbox"/> No financial impact
Routing & Approval (Sign & Date)	
1. Cont. Admin: 	Date: 8/1/04
3. Mat. Mgt. Dir: 	Date: 8/1/04
2. Legal Review: _____ Date: _____ Article 2 Delegation (MC1-201D)	
Comments:	

Judy Beechen - MIHSX

From: Karen Cawley - MIHSX
Sent: Friday, July 30, 2004 8:06 AM
To: Judy Beechen - MIHSX
Subject: RE: Approval of Article 13 for Assignment Language Amendments

approved

-----Original Message-----

From: Judy Beechen - MIHSX
Sent: Thursday, July 29, 2004 5:02 PM
To: Karen Cawley - MIHSX; Matt Nelson - MIHSX; Louis Gorman
Cc: Brian Maness - MIHSX
Subject: Approval of Article 13 for Assignment Language Amendments

Please review and signify approval of this Article 13 Amendment that adds assignment language via Attachment A to the attached list. The amendment is necessary on each contract to allow for the transition of authority over MIHS from Maricopa County to the Special Health Care District on January 1, 2005 << File: Assignment Amendment Art13agen.doc >> << File: Assignment Language Amendment.doc >> << File: HCD Priority 1 List.xls >>

Judy Beechen - MIHSX

From: Matt Nelson - MIHSX
Sent: Thursday, July 29, 2004 5:26 PM
To: Judy Beechen - MIHSX; Karen Cawley - MIHSX; Louis Gorman
Cc: Brian Maness - MIHSX
Subject: RE: Approval of Article 13 for Assignment Language Amendments

Approved....

-----Original Message-----

From: Judy Beechen - MIHSX
Sent: Thursday, July 29, 2004 5:02 PM
To: Karen Cawley - MIHSX; Matt Nelson - MIHSX; Louis Gorman
Cc: Brian Maness - MIHSX
Subject: Approval of Article 13 for Assignment Language Amendments

Please review and signify approval of this Article 13 Amendment that adds assignment language via Attachment A to the attached list. The amendment is necessary on each contract to allow for the transition of authority over MIHS from Maricopa County to the Special Health Care District on January 1, 2005 << File: Assignment Amendment Art13agen.doc >> << File: Assignment Language Amendment.doc >> << File: HCD Priority 1 List.xls >>

Judy Beechen - MIHSX

From: Steve Ellis - MIHSX
Sent: Friday, July 30, 2004 10:54 AM
To: Judy Beechen - MIHSX
Cc: Brian Maness - MIHSX
Subject: RE: : Approval of Article 13 for Assignment Language Amendments`

We do not need their approval for these amendments. Include with Kim's "Steve to sign file" and I'll sign.

Steve Ellis
Materials Management Director
Maricopa Integrated Health System
2601 E. Roosevelt St.
Phoenix, AZ 85008
602-344-5563 Phone
602-344-5040 Fax
steve.ellis@hcs.maricopa.gov

-----Original Message-----

From: Judy Beechen - MIHSX
Sent: Friday, July 30, 2004 10:47 AM
To: Steve Ellis - MIHSX
Cc: Brian Maness - MIHSX
Subject: RE: : Approval of Article 13 for Assignment Language Amendments`

-----Original Message-----

From: Steve Ellis - MIHSX
Sent: Friday, July 30, 2004 10:33 AM
To: Judy Beechen - MIHSX
Cc: Brian Maness - MIHSX
Subject: FW: : Approval of Article 13 for Assignment Language Amendments`

Judy, send me the attachment you sent to them.

Steve Ellis
Materials Management Director
Maricopa Integrated Health System
2601 E. Roosevelt St.
Phoenix, AZ 85008
602-344-5563 Phone
602-344-5040 Fax
steve.ellis@hcs.maricopa.gov

-----Original Message-----

From: Louis Gorman
Sent: Friday, July 30, 2004 8:20 AM
To: Judy Beechen - MIHSX; Karen Cawley - MIHSX; Matt Nelson - MIHSX; Steve Ellis - MIHSX
Cc: Brian Maness - MIHSX; wjsims@lawms.com; Louis Gorman
Subject: : Approval of Article 13 for Assignment Language Amendments`

7/29/04

Please correct me if I am wrong or do not understand the proposed plan: You want to send a copy of this amendment (which adds the assignment language) to the list of contractors who for whatever reason got a contract that did not contain the standard assignment language. I then understand the next step in this process to be that once that amendment has been signed (which will now include a contract provision that allows assignment to the District) that a second document will be sent, i.e. that second document will be the

CONTRACT NO.:

AMENDMENT NO.:
PAGE 1 OF 2

AMENDMENT TO A CONTRACT

BETWEEN

MARICOPA COUNTY DBA:

MARICOPA INTEGRATED HEALTH SYSTEM

AND

- I. The above named Contract is hereby amended as specified below:
 - A. Incorporate assignment provisions to the contract via Attachment A
 - B. Terms of this amendment shall be effective upon execution by both parties
- II. All other terms and conditions of the original Contract, as amended, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties agree to the changes indicated herein:

CONTRACTOR

**MARICOPA COUNTY, dba MARICOPA
INTEGRATED HEALTH SYSTEM**

BY: _____
Signature Date

BY:  8/1/24

Typed Name and Title

Steve Ellis
Materials Management Director

ASSIGNMENTS

- A. Neither this Contract, nor any portion thereof, may be assigned to another party by Contractor without the written consent of the CEO. Any attempt by the Contractor to assign any portion of this Contract without the written consent of MIHS shall constitute a breach of this Contract, and may render this Contract null and void.
- B. No assignment shall alter the Contractor's legal responsibility to MIHS to assure that all of the provisions under this Contract are carried out. All terms and conditions in this Contract shall be included in all Contractor's assignments.
- C. Maricopa County may, upon 90 days prior written notice, and without the consent of the other party hereto, assign this Contract.

HEALTH CARE DISTRICT PRIORITY 1 ASSIGNMENT LANGUAGE AMENDMENT

CONTRACT/PO NUMBER	CONTRACTOR	IGA/IDA	SERVICE
9004020RFQA	Hewitt Partners International (HPI)		Executive Search Firms
QA79505-03	Getinge Castle		Service Agreement (Washers & Sterilizers)
C90099095103	Merry X-Ray		Service Agreement (Chemicals Processor)
C9000037105	Stericycle		Infectious Waste Transport & Disposal
C90010731	Phoenix Job Corps		Revenue (In/Out Patient Medical & Psychiatric)
C90021020	Arizona Department of Public Safety		Fingerprint/Criminal Justice Information
C90025321	CLH International (Network Appliance, Inc.)		Service Agreement (Hardware and Software)
PP-CE-235	Ondeo-Nalco		Water Treatment Program
C90000761	Creative Networks		Revenue (Immunization)
C90990132	University of Arizona, College of Medicine	IGA	Affiliation Agreement - Resident Rotation (Master Rotation)
C90025141	Oncotech		Service Agreement (Specialized Tumor Marker Panels)
CS911148	University of Arizona, College of Medicine	IGA	Affiliation Agreement - Resident Rotation (General Surgery)
C90003052	University of Arizona, College of Medicine	IGA	Clinical Training (Medical Technology)
C90000642	University of Arizona, College of Medicine	IGA	Clinical Training (Graduate Students in M.P.H)
C9003558101	HemoCue, Inc.		Supply (Hemoglobin Reagents & Analyzers)
C90045501	National Hotline Seervices, Inc. (NHS)		Compliance Hotline
C9001078103	Chicanos por las Causa		Revenue (Dental)
C90036041	R4, Incorporated		Software License/Support (Ultrasound)
PO10025201	GTI Microsystems		Service Agreement (Tissue Processor)
C90010321	Arizona Public Service Company		Utility (Electricity)
9004020RFQB	Management Recruiters International (MRI)		Executive Search Firms
C90045381	Medical Data Express		Encounter Data
C90040430	Samaritan College of Nursing at Grand Canyon University		Clinical Training Agreement (Nurse Training)
C90045221	Carl Zeiss Meditec, Inc.		Service Agreement (Eye Laser)
73553	Entech		Service Agreement (GEMS Maintenance)
PP-CE-024	Universal Hospital Services Inc.		Equipment Rental
C90993210	St. Vincent de Paul		Affiliation Agreement -Resident Rotation (Psychiatry)
KE03100006	Alcon Laboratories		Service Agreement (Eyelite Photogoagulator)
C90045161	Alcon Laboratories		Service Agreement (Phaco Equip)
C90030262	Maricopa County Community College District	IGA	Federal Work Study Program
C90030252	Maricopa County Community College District	IGA	Placement (Volunteer Services)
C90021142	Arizona State University	IGA	Affiliation Agreement - Resident Rotation (Wellness Center)
C9003609101	Dako Corporation		Service Agreement (DC3400 Autostainer)
C90035641	Equifax Information Systems, LLC		Membership Verification (Patient/Member Eligibility)
C90030351	Valley of the Sun Hospice Association dba Hospice of the Valley		Revenue (Lease Agreement MMC)
C9000013001	Carl T. Hayden VA Medical Center	IGA	Affiliaton Agreement - Resident Rotation (Orthopedic/Psychiatry & OB/GYN)
PP-IM-009 (fka: PP-RA-009)	Agfa Corporation		Supply (Radiology Film)
PHA-0216	MIHS/Public Health	IDA	Revenue (WIC Program Utilities at Glendale FHC)
C90010371	MIHS/Public Health	IDA	Revenue (Lease of Space/Avondale FHC-WIC Program)

HEALTH CARE DISTRICT PRIORITY 1 ASSIGNMENT LANGUAGE AMENDMENT

CONTRACT/PO NUMBER	CONTRACTOR	IGA/IDA	SERVICE
PHA-9707	MIHS/Public Health (Health Care for the Homeless Prgm.)	IDA	Revenue (Dental, Lab, X-Ray)
PP-CE-006	Hill-Rom Company, Inc.		Specialty Beds
PP-CE-310	KCI USA, Inc.		Wound Closure Device
PO111052	Universal Optic Services		Service Agreement (Microscopes)
C900105322	Gila County	IGA	Revenue (Behavioral Health at Psych Annex)
C9099015302	Department of Health & Human Services		Revenue - Grant (Ryan White IV)
C90041981	U.S. Dept. of Public Health & Human Services		Revenue - Grant (HIV - Ryan White Title III)
C90025331	AMKOR Technology, Inc.		Revenue (Medical, dental & ancillary @ CHC)
HCS144318	Cordis Corporation (Johnson & Johnson Co)		Consignment Agreement (Stents)
C90010741	Avondale, City of		Revenue (Immunization - Hepatitis B)
C90010631	Wilson Foundation		Revenue (Diagnostic Screening)
C90041243	Department of Health & Human Services		Grant (Revenue - Purchase Equipment in Support of Homeland Defense)
C9003017101	Health of Arizona dba Geriatrix of Arizona		Revenue (In/Out Patient)
C9099031002	Peterson & Wright, LLC		Insurance Coverage (Long Term Resident Disability)
PHA-0420-01	MIHS/Public Health	IDA	Revenue - Grant (HIV Behavioral Health-Title I)
PHA-0426	MIHS/Public Health	IDA	Revenue - Grant (HIV Outpatient Primary Care - Title I)
PHA-0429	MIHS/Public Health	IDA	Revenue - Grant (HIV Quality Data Assistant/QM Reports)

AMENDMENT TO A CONTRACT

BETWEEN

MARICOPA COUNTY DBA:

MARICOPA INTEGRATED HEALTH SYSTEM

AND


HemoCue, Inc.


- I. The above named Contract is hereby amended as specified below:
 - A. Incorporate assignment provisions to the contract via Attachment A
 - B. Terms of this amendment shall be effective upon execution by both parties
- II. All other terms and conditions of the original Contract, as amended, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties agree to the changes indicated herein:

CONTRACTOR

**MARICOPA COUNTY, dba MARICOPA
INTEGRATED HEALTH SYSTEM**

BY:  04/18/04
Signature Date

BY:  2/16/04

RICK XIONG SALES ANALYST
Typed Name and Title

Steve Ellis
Materials Management Director

ASSIGNMENTS

- A. Neither this Contract, nor any portion thereof, may be assigned to another party by Contractor without the written consent of the CEO. Any attempt by the Contractor to assign any portion of this Contract without the written consent of MIHS shall constitute a breach of this Contract, and may render this Contract null and void.
- B. No assignment shall alter the Contractor's legal responsibility to MIHS to assure that all of the provisions under this Contract are carried out. All terms and conditions in this Contract shall be included in all Contractor's assignments.
- C. Maricopa County may, upon 90 days prior written notice, and without the consent of the other party hereto, assign this Contract.

AMENDMENT TO A CONTRACT

BETWEEN

MARICOPA COUNTY DBA:

MARICOPA INTEGRATED HEALTH SYSTEM

AND

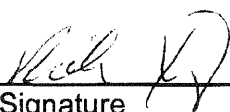
HemoCue, Inc.


- I. The above named Contract is hereby amended as specified below:
 - A. Incorporate assignment provisions to the contract via Attachment A
 - B. Terms of this amendment shall be effective upon execution by both parties
- II. All other terms and conditions of the original Contract, as amended, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties agree to the changes indicated herein:

CONTRACTOR

**MARICOPA COUNTY, dba MARICOPA
INTEGRATED HEALTH SYSTEM**

BY:  06/18/04
Signature Date

BY:  Ellis 7/1/04

RICK XIONG SALES ANALYST
Typed Name and Title

Steve Ellis
Materials Management Director

ASSIGNMENTS

- A. Neither this Contract, nor any portion thereof, may be assigned to another party by Contractor without the written consent of the CEO. Any attempt by the Contractor to assign any portion of this Contract without the written consent of MIHS shall constitute a breach of this Contract, and may render this Contract null and void.
- B. No assignment shall alter the Contractor's legal responsibility to MIHS to assure that all of the provisions under this Contract are carried out. All terms and conditions in this Contract shall be included in all Contractor's assignments.
- C. Maricopa County may, upon 90 days prior written notice, and without the consent of the other party hereto, assign this Contract.



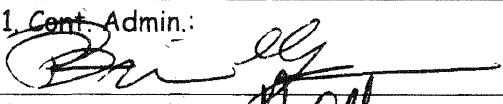
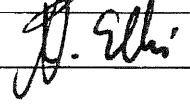
Count on us to care.

AGENDA INFORMATION FORM ARTICLE 13 PROCUREMENT

Contract number: C-90-03-558-1-01

Maricopa Integrated Health System	
Department/Plan: Maricopa Integrated Health System	
Contract Specialist: Annie Miyazaki	Phone: 344- 1495
Return to: Darla Barfield	Phone: 344-1484
Action Requested: (Include what, with whom, when, where, why, how much (\$) and terms) Approve Amendment #1 to extend the Agreement between HemoCue, Incorporated and MIHS Maricopa Medical Center Laboratory for the purchase of the B-HB Microcuvettes for the Hemoglobin Analyzers. This Amendment extends this Agreement from February 1, 2004 thru January 31, 2007 making the aggregate term from February 1, 2003 thru January 31, 2007. The new cost per box of the Microcuvettes will be at \$162.00 comparing to our current price of \$220.00, which is a saving of \$58.00/per box.	
Complete description of requested action: Amendment #1 extends the Agreement for an additional 3 years from February 1, 2004 to January 31, 2007. This Agreement is for 16 Hemoglobin Systems Classic Analyzer to be placed by HemoCue in exchange for a one year commitment of reagents. At the end of the first year, MIHS will own the analyzers. Analyzers are covered under a one year parts and labor warranty. This Agreement was procured via Contract # 98044-X in accordance with Article 13 of the Maricopa County Procurement Code.	
Expenditure Impact by FY(s):	<input type="checkbox"/> No financial impact

Routing & Approval (Sign & Date)

1. Cont. Admin.: 	Date: 1/22/04	2. Legal Review: e-approval, see attachment	Date: 1/11/04
3. Mat. Mgt. Dir.: 	Date: 1/25/04	<input type="checkbox"/> Article 2 Delegation (MC1-201D)	
Comments:			

AMENDMENT TO A CONTRACT

BETWEEN

MARICOPA COUNTY DBA:

MARICOPA INTEGRATED HEALTH SYSTEM

AND

HEMOCUE INCORPORATED

I. The above named Contract is hereby amended as specified below:

A. The agreement term is amended as follows:

Extend the agreement term for an additional three (3) years from February 1, 2004 thru January 31, 2007, making the aggregate term of the Agreement from February 1, 2003 thru January 31, 2007.

B. The price for item 651200, B-Hb Microcuvettes is at \$162.00 per box of 200 ea.

II. All other terms and conditions of the original Agreement, as amended, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties agree to the changes indicated herein:

CONTRACTOR

MARICOPA COUNTY, dba
MARICOPA INTEGRATED HEALTH SYSTEM

BY:

Rick King 01/12/04
Signature Date

BY:

Steve Ellis 1/25/04
Signature Date

RICK KING SALES ANALYST
Typed Name and Title

Steve Ellis, Materials Management Director
Typed Name and Title

Annie Miyazaki - MIHSX

From: Rick Xiong [rick@hemocue.com]
Sent: Tuesday, January 06, 2004 9:54 AM
To: Annie Miyazaki - MIHSX
Subject: RE: HemoCue Price for Contract C90-03-558-1

Annie,

For orders please call customer service at 800-323-1674 or you can fax your order at 800-333-7043.

Thanks.

Rick Xiong
Sales Analyst
HemoCue, Inc.
Voice: 800-881-1611
Fax: 949-859-3066

-----Original Message-----

From: Annie Miyazaki - MIHSX [mailto:Annie.Miyazaki@hcs.maricopa.gov]
Sent: Tuesday, January 06, 2004 8:53 AM
To: 'Rick Xiong'
Subject: RE: HemoCue Price for Contract C90-03-558-1

Should we be contacting you for all future orders as well?

Annie

-----Original Message-----

From: Rick Xiong [mailto:rick@hemocue.com]
Sent: Tuesday, January 06, 2004 9:49 AM
To: Annie Miyazaki - MIHSX
Subject: RE: HemoCue Price for Contract C90-03-558-1

Annie,

Please send it to me at:

40 Empire Drive
Lake Forest, CA 92630

I will be signing off on this.

Rick Xiong
Sales Analyst
HemoCue, Inc.
Voice: 800-881-1611
Fax: 949-859-3066

-----Original Message-----

From: Annie Miyazaki - MIHSX [mailto:Annie.Miyazaki@hcs.maricopa.gov]
Sent: Tuesday, January 06, 2004 8:49 AM
To: 'Rick Xiong'
Subject: RE: HemoCue Price for Contract C90-03-558-1

Rick,

Thank you so much for the new price! I am going to prepare the paper work for this extension, please let me know where should I send the paper work to and who should be signing the agreement amendment?

Annie

-----Original Message-----

From: Rick Xiong [mailto:rick@hemocue.com]
Sent: Tuesday, January 06, 2004 9:40 AM
To: Annie Miyazaki - MIHSX
Subject: HemoCue Price for Contract C90-03-558-1

Dear Annie,

Per our conversation, I would like to extend our preferred pricing for our B-Hb Microcuvettes, item 651200, to Maricopa Medical Center. Currently our list price is \$220.00 each. Under the preferred pricing status, Maricopa Medical Center will pay \$162.00 for each box. This price does not include shipping and handling charges, which will be at our cost. This offer will be effective immediately and expire January 1, 2007.

If you have any questions please feel free to call me.

Rick Xiong
Sales Analyst
HemoCue, Inc.
Voice: 800-881-1611
Fax: 949-859-3066

Annie Miyazaki - MIHSX

From: Pat Walz - CFO, MIHSX
Sent: Wednesday, January 07, 2004 7:46 AM
To: Annie Miyazaki - MIHSX; Karen Cawley - MIHSX
Cc: Brian Maness - MIHSX; Steve Ellis - MIHSX
Subject: RE: Article 13 agenda for agreement extension with HemoCue Inc.

approved

pw

-----Original Message-----

From: Annie Miyazaki - MIHSX
Sent: Tuesday, January 06, 2004 1:50 PM
To: Pat Walz - CFO, MIHSX; Karen Cawley - MIHSX
Cc: Brian Maness - MIHSX; Steve Ellis - MIHSX
Subject: Article 13 agenda for agreement extension with HemoCue Inc.

Please review and approve the attached Article 13 agenda and amendment #1 to extend the Agreement with HemoCue Inc. This Amendment extends the Agreement from February 1, 2004 to January 31, 2007 making the aggregate term from February 1, 2003 to January 31, 2007. The new cost per box of the Microcuvettes will be at \$162.00 comparing to our current price of \$220.00, which is a saving of \$58.00/per box.

Feel free to contact me with any questions.

Annie
Ext. 1495

<< File: Article 13 agenda-HemoCue.doc >> << File: HemoCue amd. 1.doc >>

Annie Miyazaki - MIHSX

From: Karen Cawley - MIHSX
Sent: Wednesday, January 07, 2004 8:52 AM
To: Annie Miyazaki - MIHSX
Subject: RE: Article 13 agenda for agreement extension with HemoCue Inc.

approved

-----Original Message-----

From: Annie Miyazaki - MIHSX
Sent: Tuesday, January 06, 2004 1:50 PM
To: Pat Walz - CFO, MIHSX; Karen Cawley - MIHSX
Cc: Brian Maness - MIHSX; Steve Ellis - MIHSX
Subject: Article 13 agenda for agreement extension with HemoCue Inc.

Please review and approve the attached Article 13 agenda and amendment #1 to extend the Agreement with HemoCue Inc. This Amendment extends the Agreement from February 1, 2004 to January 31, 2007 making the aggregate term from February 1, 2003 to January 31, 2007. The new cost per box of the Microcuvettes will be at \$162.00 comparing to our current price of \$220.00, which is a saving of \$58.00/per box.

Feel free to contact me with any questions.

Annie
Ext. 1495

<< File: Article 13 agenda-HemoCue.doc >> << File: HemoCue amd. 1.doc >>

Annie Miyazaki - MIHSX

From: Louis Gorman
Sent: Sunday, January 11, 2004 4:56 PM
To: Annie Miyazaki - MIHSX
Cc: Brian Maness - MIHSX
Subject: RE: Article 13 agenda for agreement extension with HemoCue Inc.

1/11/04

OK.

Annie & Brian: I'm giving my OK to this, but when a Contract is amended, the Amendment needs to include in its body a reference to the specific paragraph that is being amended, such as:

SECTION III, Program Specifics, Paragraph B, DEFINITIONS RELATING TO SECTION III, PROGRAM SPECIFICS, is amended as follows:

Current Compensation Period means the then current compensation period from January 1, 2004 through December 31, 2004.

-----Original Message-----

From: Myazaki Annie
Sent: Tuesday, January 06, 2004 2:31 PM
To: Gorman Louis
Subject: FW: Article 13 agenda for agreement extension with HemoCue Inc.

Louis,
Please review the attached article 13 agenda and amendment and feel free to contact me with any questions.

Annie
344-1495

> -----Original Message-----

> **From:** Annie Miyazaki - MIHSX
> **Sent:** Tuesday, January 06, 2004 1:50 PM
> **To:** Pat Walz - CFO, MIHSX; Karen Cawley - MIHSX
> **Cc:** Brian Maness - MIHSX; Steve Ellis - MIHSX
> **Subject:** Article 13 agenda for agreement extension with HemoCue Inc.

>
> Please review and approve the attached Article 13 agenda and amendment #1
> to extend the Agreement with HemoCue Inc. This Amendment extends the
> Agreement from February 1, 2004 to January 31, 2007 making the aggregate
> term from February 1, 2003 to January 31, 2007. The new cost per box of
> the Microcuvettes will be at \$162.00 comparing to our current price of
> \$220.00, which is a saving of \$58.00/per box.
>
> Feel free to contact me with any questions.
>
> Annie
> Ext. 1495
>

Annie Miyazaki - MIHSX

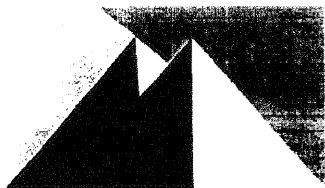
From: Rick Xiong [rick@hemocue.com]
Sent: Tuesday, January 06, 2004 9:40 AM
To: Annie Miyazaki - MIHSX
Subject: HemoCue Price for Contract C90-03-558-1

Dear Annie,

Per our conversation, I would like to extend our preferred pricing for our B-Hb Microcuvettes, item 651200, to Maricopa Medical Center. Currently our list price is \$220.00 each. Under the preferred pricing status, Maricopa Medical Center will pay \$162.00 for each box. This price does not include shipping and handling charges, which will be at our cost. This offer will be effective immediately and expire January 1, 2007.

If you have any questions please feel free to call me.

Rick Xiong
Sales Analyst
HemoCue, Inc.
Voice: 800-881-1611
Fax: 949-859-3066



MARICOPA
INTEGRATED
HEALTH SYSTEM

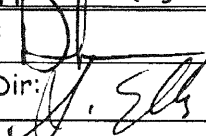
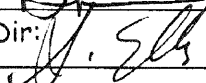
Count on us to care.

AGENDA INFORMATION FORM ARTICLE 13 PROCUREMENT

Contract number: C-90-03-558-1

Maricopa Integrated Health System	
Department/Plan: Maricopa Integrated Health System	
Contract Specialist: Rishelle McClaskey	Phone: 344-1495
Return to: Darla Barfield	Phone: 344-1484
Action Requested: (Include what, with whom, when, where, why, how much (\$) and terms) Approve a new Agreement between HemoCue, Incorporated and Maricopa Integrated Health System for hemoglobin reagents and analyzers. Term of the Agreement is February 1, 2003 through January 31, 2004. Cost of the Agreement is \$29,2814.72.	
Complete description of requested action: The Agreement is for 16 Hemoglobin Systems Classic Analyzer to be placed by HemoCue in exchange for a one year commitment of reagents. At the end of the first year MIHS will own the analyzers. Analyzers are covered under a one year parts and labor warranty. This Agreement was procured via Contract #98044-X in accordance with Article 13 of the Maricopa County Procurement Code.	
Expenditure Impact by FY(s): '03 \$9,738.24 '04 \$19,476.48	<input type="checkbox"/> No financial impact

Routing & Approval (Sign & Date)

1. Cont. Admin.: 	Date: 2/7/03	2. Legal Review: N/A	Date:
3. Mat. Mgt. Dir: 	Date: 2/7/03	<input type="checkbox"/> Article 2 Delegation (MC1-201D)	
Comments:			



Maricopa Medical Center
1601 N. 5th Ave.
Phoenix, AZ 85004
Tel: (602) 511-5111

Maricopa Managed
Care Systems
2502 E. Camelback Rd.
Phoenix, AZ 85016
Tel: (602) 511-5700

Family Health Centers:

Avondale
1501 N. 8th St.
Avondale, AZ 85022
(602) 311-0800

Glendale
811 S. Laramie
Glendale, AZ 85225
(602) 311-0100

Goodyear/Scottsdale
Health Care Center
1525 E. McDowell
Phoenix, AZ 85008
(602) 311-1115

El Mirage
12020 W. El Estadal
El Mirage, AZ 85315
(602) 311-0500

Glendale
7111 W. Laramie
Glendale, AZ 85301
(602) 311-0700

Goodyear
7825 E. Camelback
Goodyear, AZ 85338
(602) 311-0100

Mesa
611 N. 51st Ave.
Phoenix, AZ 85018
(602) 311-0900

McDowell
11011 McDowell Rd., Suite 200
Phoenix, AZ 85044
(602) 311-0500

Mesa
11 S. Laramie
Mesa, AZ 85204
(602) 311-0200

Scottsdale
1505 E. Osborn Rd.
Phoenix, AZ 85222
(602) 311-0150

Scottsdale
1677 S. 90th Ave.
Phoenix, AZ 85007
(602) 311-0000

Scottsdale
11 W. Laramie
Phoenix, AZ 85001
(602) 311-0100

Scottsdale
11 W. Laramie
Phoenix, AZ 85001
(602) 311-0100

To: Karen Cawley Chief Operating Officer
Rishelle McClaskey Contract Specialist

From: Dan Otis BS; MT(ASCP) Laboratory Director

Date: 12-4-02

Subject: Proposal for Point-of-Care Hemoglobin Analyzers

As we discussed in our last meeting, the current point-of-care hematocrit analyzers that are used in our FHC's, OR, and Ped's CHC, must be replaced ASAP for the following reasons:

- A new national safety standard now prohibits the use of glass pipettes. The current analyzers are not able to use plastic tubes.
- These analyzers are so antiquated that we are the only lab in the country that submits proficiency data to the College of American Pathologists. Therefore, when the data is crunched, we always have several labs that are out of acceptable limits. This will threaten our CAP license to perform laboratory testing at remote locations.
- These instruments do not exhibit acceptable precision between sites. The procedure is also affected by interfering substances such as lipemia and an increased leukocyte count. Direct hemoglobin testing is not affected by these things. All of these things significantly affect patient care.
- Point-of-Care hemoglobin testing is essential for cost-effective care. If it was not available, many patients would have to be seen a second time after the provider found out the following day that hematology results required follow-up care.

Cost:

The cost to outright purchase sixteen hemoglobin analyzers is \$10,400.

If we were to reagent rental, the cost in the first year would be \$10,752. After the first year, all the analyzers would then be ours. This is a difference of \$352. Reagent rental would result in less cash outlay and only cost us \$352 in the long run. ✓

Annual operating expense is now approximately \$6,000. After year one with the new analyzers, the annual operating expense will be approx \$19,500. However, we have helped to defer this additional cost by combining all of the FHC's under one CAP license which will save us \$9963 per year. Net increase in operating expense will be approximately \$3,500 annually.

Please let me know if you have any questions about this proposal.

Thank you.

Karen Cawley COO 12.5.02
Date

Pat Walz CFO 12/16/02
Date

Dan Otis Laboratory Director 12-4-02
SD 3 2
Date

Attn: Dan OHS

PO #
103247

VENDOR: 514
HEMOCUE
23263 MADERO
SUITE C
MISSION VIEJO
CA
(800) 323-1674
FAX: (949) 859-3091

EXT: 92691

SHIP TO:
MARICOPA INTEGRATED HEALTH SYSTEMS
ATTN:
2611 East Pierce
WAREHOUSE RECEIVING
PHOENIX
AZ
WAREHOUSE

BILL-TO:
MARICOPA INTEGRATED HEALTH SYSTEMS
ATTN: ACCOUNTS PAYABLE
P O BOX 5233
PHOENIX
AZ
850105233

F.O.B.: PPA

CUSTOMER NUMBER: 34186A (ANESTHES) VENDOR CONTACT:

COMMENTS:

ORDER DATE: 02/10/03 DELIVERY DATE: 02/10/04

LT	ITEM #	ORD QTY	UM	ITEM DESCRIPTION	UNIT COST	TOTAL	EXP EC - G/L ACCT	CONG DEPT
				VENDOR CATALOG #	MANUFACTURER NAME	MANUFACTURER ITEM #		
1	1895	96	BX	CUVETTES MICRO	304.3200	29,214.72	AA-1000 010000000	S
				651200	651200			

SIGNATURE

DATE

PURCHASE ORDER TOTAL:

29,214.72

RM

George Lemley



STANDING ORDER SHIPPING REQUEST

23263 Madero
Mission Viejo, CA 92691
800-323-1674

Fax 949-859-3084 Attn:
Geri 480-460-2279
602-344-5032

Acct. # 3486
Contact Dan Otis
PO #
Signature [Signature]

Phone:
Fax 602-344-5406

Date January 31, 2003

Please confirm this standing order shipping request by signing above and faxing back to us. Feel free to contact us if you have any questions or note the changes prior to faxing back to HemoCue, Inc.

Bill To Address:

Maricopa Integrated Health System
P.O. Box 5233
Phoenix, Az 85010

Ship To Address:

Maricopa Medical Center
2611 East Pierce Warehouse
Phoenix, Az 85008

Special Instructions: AI

Frequency	Quantity	Item	Description		Price
<u>Quantity</u>	<u>24</u>	<u>651200</u>	<u>B-HB Microcuvettes</u>	<u>200 c. box</u>	<u>\$304.32ea.</u>
Order #	Ship Date		Order #	Ship Date	

Controls and Glucose Cuvettes are a perishable non-returnable, non-refundable product.

Hemocue, Inc. requires 30 days notice for changes or cancellation of standing orders. A standing order Cancellation Request needs to be completed when an order is canceled. Thank you.

Additional Comments:

HemoCue, Inc. (Mfg & Vendor)
26263 Madero, Mission Viejo, CA 92691
Order Entry 800.323.1674 Fax 949.859.3091

Mfg Rep George Lemley (training & support)
PO Box 93608, Phoenix, Arizona 85070-3608
800.325.4839, FAX 480.460.2279, imse@cox.net

QUOTED TO.: HemoCue, Inc.
ATTN.....: Kathy King, POC
ADDRESS.....: 23263 Madero
CITY, ZIP.....: Mission Viejo, CA 92691

Salesman...: GEORGE LEMLEY

DATE.....: 09/17/02

Reagent Rental Offer

LINE#	CAT. NO	DESCRIPTION	QTY.	EA.	Total
1	651100	Hemoglobin System Classic, ac adapter, control cuvette	16	\$650.00	\$0.00
2	651200	B-Hemoglobin Microcuvettes, bx of 200 ea., per system in one yr. + nominal S/H prepay and add, tax as applicable	96	\$304.32 (152 per ship)	\$29214.72

Offer Specifics:

HemoCue will place sixteen (16) new HemoCue Classic Hemoglobin systems with your organization at no charge in exchange for a firm, standing drop ship order of 96 boxes of 200ea. HemoCue Hemoglobin Microcuvettes at the price stated above, within a year's time from agreement date. The drop ship dates may be monthly or quarterly to meet your needs. Product billed when shipped. At the end of the year, having ordered and paid for the stipulated amount of microcuvettes, your organization will own the HemoCue systems. Training and support will be ongoing at no charge.

Warranty Information: Systems include 12 mo. parts & labor by MFG.

NOTICE: Make Purchase Orders out to HemoCue, Inc fax to 480.460.2279

Organization: Norwalk Integrated Health System Date: 2/7/03

Above Offer Authorized by (Signature): [Signature]

Print and Title: Met Mgt Dir

Start Date: 2/7/03